INDEX OF *EDR* ARTICLES: VOLUMES 9-12

Ahlbrandt, R. S. 1991. Technical assistance for small manufacturing companies: Management issues for nonprofit providers. 9 (1): 29-33.

Ahlbrandt, R. S. 1992. Helping small manufacturing companies become more competitive: A model and an evaluation. 10 (1): 67-71.

Allen, J. C., B. B. Johnson, and F. L. Leistritz. 1993. Rural economic development using information age technology: Some directions for practitioners. 11 (4): 30-33.

Altman, F., and C. A. Malkerson. 1992. Creating a secondary market for existing development loans. The community reinvestment fund. 10 (2): 7-12.

Atkinson, R. D. 1991. Southern economic development. 9 (3): 69-71.

Anderson, G. 1994. Industry clustering for economic development. 12 (2): 26-32.

Baker, M. D. 1993. An industrial policy framework for Ontario. 11 (1): 21-23.

Barbash, M. 1992. Emerging trends and opportunities in economic development financing. 10 (2): 4-6.

Barnard, J. B. 1993. Leduc Nisku, Alberta economic development experience. 11 (1): 49-53.

Baron, J. 1993. The small business technology transfer (STTR) program: converting research into economic strength. 11 (4): 63-66.

Bartsch, C., and M. Kolbrener. 1992. Encouraging productive links between the education and economic development communities. 10 (1): 9-15.

Bayne, J. N. 1993. A comprehensive approach to economic development: The BIDCO example. 11 (2): 22-27.

Bee, E. 1994. An action agenda for urban economic development. 12 (3): 4-12.

Belvedere, M. 1992. Markam, Ontario's Economic Alliance Program: New directions in city-to-city partnerships. 11 (1): 40-43.

Belvedere, M. and J.D. Morand. 1994. Exploring international city-to-city partnerships: Markham, Ontario's Economic Alliance Program. 12 (1): 60-63.

Bemis, J. R. 1992. Access to and availability of project financing. 10 (2): 17-19.

Beranek, W. 1992. Solid waste management and economic development. 10 (3): 49-51.

Berghoff, B. L. 1993. The design of a computer system for a small economic development organization. 11 (4): 13-16.

Black, S., G. Powers, and M. Roche. 1994. A GIS-based approach to community analysis for targeting marketing. 12 (2): 69-73.

Blatchford, E. 1994. Working together for community economic development in rural Alaska. 12 (1): 41-45.

Bley, K. B. 1992. An overview of the environmental review process. 10 (3): 18-20.

Bluechel, A. 1993. The Pacific Northwest Economic Region: A multi-state, multi-province regional approach to economic development. 11 (1): 27-29.

Borich, T. O., 1994. Collaboration: A different strategy for rural economic development. 12 (1): 18-21.

Boyle, M. R. 1994. Economic development targeting in the nineties. 12 (2): 13-22.

Boyle, R. J. 1992. Expansion managements education quotient. 10 (1): 23-25.

Bradford, R. M. 1992. Environment and economic development: A beginner's guide. 10 (3): 24-26.

Brockett, M. 1992. Struggling small businesses: Can (should) the community/economic development professional help? 10 (1): 46-47.

Brown, N. B. 1992. Demonstrations and technology transfer: The case of the TVA/SBA Mobile small business assistance center program. 10 (1): 48-53.

Burr, S. O., and M. Stricland. 1992. Creating a positive business climate for women: An approach to small business development. 10 (1): 63-66.

Buss, T. F., and R. J. Baughan. 1993. Local economic development in Hungary: From communism to democracy. 11 (2): 51-56.

Canada, E. P. 1993. Power, influence and the development professional. 11 (2): 42-45.

Canada, E. P. 1993. TWM benchmarking for economic development programs: "Good is not good where better is expected." 11 (3): 34-38.

Cargill, S. P., Jr. 1994. Collaborative planning for a regional wastewater treatment system. 12 (1): 46-50.

Carlson, G. E. 1992. Making better use of tax increment financing. 10 (2): 34-37.

Carnegie Commission on Science, Technology & Government. 1992. In the national interest: The federal government in the reform of K-12 Math and Science Education. 10 (1): 20-22.

Carson, C. W. 1993. Creating your own business program: The case of Eau Claire, Wisconsin. 11 (4): 34-37.

Chalk, M. B. 1993. Implementing total quality management within communities. 11 (3): 5-9.

Chambers, D. D. 1992. Employer-assisted child care as an economic development tool. 10 (1): 41-42.

Chell, M. A. 1992. Economic development administration revolving loan funds. 10 (2): 31-33.

Cheney, D. W. 1993. International competitiveness and sustainable development. 11 (3): 68-70.

Christianson, R. 1991. The politics of economic development. 9 (3): 43-44.

Clayborne, M. K., and W. K. Wilson. 1993. Creating a total quality network. 11 (3): 21-23.

Clifton Jr, D. S., R. S. Combes, and D. H. Swanson. 1991. Dancing with the bear: Global competition. 9 (2): 61-64.

Coleman, B. 1991. Minnesota business retention and expansion program. 9 (1): 23-25.

Collins, B. H. 1991. A sector specialist approach to economic development. 9 (2): 22-24.

Cook, J. A. 1992. Stimulating the growth of small businesses: The case of the Maine products marketing program. 10 (1): 59-62.

Cordrey, J. B. 1994. Targeting international business: Strategies for expanding local economies. 12 (2): 55-59.

Cornell-Ohl, S., P. M. McMahon, and J. E. Peck. 1991. Local assessment of the industrial development process: A case study. 9 (3): 53-56.

Cownie, J. S., and J. P. Dorrian. 1993. The hillside neighborhood project: An element of the Des Moines Vision Plan. 11 (2): 38-41.

Coyle, P. 1992. Knowledge outreach program vitalizes small business growth. 10 (1): 72-91.

Crawford-Lucas, P. A. 1992. Providing business plan assistance to small manufacturing companies. 10 (1): 54-58.

Crinfield, J. B. 1991. Eleves & other mischief in the analysis of community economic development. 9 (3): 35-38.

Curley, M. 1991. The Small Business Investment Company (SBIC): A new role in economic development. 9 (1): 50-52.

Curley, M. 1992. The entrepreneur's dilemma: Valuing the venture capitalist's contribution. 10 (2): 47-50.

Curry, M. J. 1992. Florida's growth management act and economic development: The impact on Hollywood, Florida. 10 (3): 73-76.

Darragh, A. J., and C. H. Kadleck. 1991. Real estate industry outlook for the 1990s. 9 (4): 4-9.

Davey, J. 1991. Economic developers as critical links between existing industries and federal laboratories. 9 (1): 41-46.

Davis, H. C., and T. A. Hutton. 1993. The role of service activity in regional economic growth. 11 (1): 54-60.

Denton, J. A., III. 1994. The Virginia Peninsula Advanced Technology Center. 12 (3): 52-55.

Department of Labor. 1992. What work requires of schools: A SCANS report for America 2000. 10 (1): 16-19.

Desai, H., and C. R. Margenthaler. 1994. Creating an economic development strategy: Modeling a city/development organization/college partnership. 12 (3): 37-41.

Devine, J. A. 1993. Glendale, Arizona's retail sales tax maximization program. 11 (4), pp. 20-22.

Devine, J. A. 1994. Retail targeting and attraction strategies. 12 (2): 47-50.

Dixon, J. E., and T. K. Murphy. 1994. Creating emergency programs for business disaster recovery: The case of Dade County, Florida. 12 (3): 45-48.

Donohue, C. 1991. The industrial services program's industry action projects in Massachusetts. 9 (1): 34-37.

Duke, R. 1991. Regional economic development: The case of Georgia's rural economic development initiative. 9 (3): 45-49.

Duke, R., and E. Price. 1993. Why total quality management isn't just a tool for manufacturing: The case of Metro Augusta, Georgia. 11 (3): 31-33.

Eadie, D. C. 1991. Strengthening board leadership and the board-chief executive partnership. 9 (3): 39-42.

Eason, L. A., and R. Slater. 1991. Creating a leadership development program for business and community leaders. 9 (3): 72.

Eggers, R. L., and R. G. Treat. 1991. Developing a management system for an economic development advertising program. 9 (2): 25-28.

Ely, T. E. 1992. Proposal for a major utility investment banking subsidiary. 10 (2): 54-56.

Engleking, S. 1992. Brains and jobs: The role of universities in economic development and industrial recruitment. 10 (1): 36-40.

Ernst, A. H. 1992. Responding to the challenge of the 404 permit. 10 (3): 61-62.

Farley, R. C., and M. P. Cucka. 1994. Applying consumer product marketing techniques to economic development. 12 (2): 45-46.

Feldman, R. J. 1993. Economic development on purpose: The role of TQM. 11 (3): 10-13.

Fettig, L. 1991. Bootstrap rural development: How Putnam County (MO) took control of it's own future. 9 (3): 50-52.

Fladeland, M. L. 1991. Strategic planning in communities of selected north central states. 9 (3): 76-78.

Foden, H. G. 1991. How to hire a consultant. 9 (2): 52-56.

Foden, H. G. 1991. Challenges facing economic developers in the 1990s. 9 (3): 4-6.

Friedman, M., and D. Matz. 1992. State responses to selected issues in creating and implementing development financing programs. 10 (2): 13-16.

Gainer, L. L. 1993. Economic development and competitive grant program: The case of GTE Northwest. 11 (4): 45-47.

Galgon, R. 1993. The application of the terrarium concept to the creation of a business park. 11 (2): 35-37.

Gardner, C. G. 1991. In search of tomorrow. 9 (3): 11-13.

Garver, J. A. 1992. Economic development and growth control. 10 (3): 16-17.

Garver, J. A., and B. G. Budd. 1994. Targeting minority business: The case of Broward County, Florida. 12 (2): 60-61.

Geddes, D. H. 1993. Economic development in the 1990s: Toward a sustainable future. 11 (3): 71-74.

Genin, M. 1991. Identifying potential prospects through financial and performance ratings: A test of the techniques. 9 (2): 16-21.

Ghanem, S., and A. Ashkenazy. 1993. Positioning the city of Scharborough, Ontario for the nineties. 11 (3): 62-67.

Gibson, L. J., and S. G. Blake. 1992. Venture capital and economic development. 10 (2): 41-46.

Gorin, D. R. 1991. POINT—Potential Oklahoma industrial targets. 9 (2): 12-15.

Green, L. J. 1991. Prospecting the Japanese: The example of Longmont, Colorada. 9(2): 33-37.

Gubala, T. W. 1992. Economic developers and planners: Roles in conflict in local government. 10 (3): 31-34.

Gudell, H. A. 1994. Building a strategy for metropolitan and regional international competitiveness. 12 (3): 16-18.

Halverson, K. 1991. Planning and developing a speculative industrial building. 9 (4): 31-34.

Harben, G. N. 1994. Two new methods for determining and comparing a company's cost of doing business. 12 (3): 23-26.

Harding, C. F. 1991. Working with consultants on facilities location projects. 9 (2): 29-32.

Hartsock, J. J. 1993. Interactive video system: The history of its use at Illinois Power Company. 11 (4): 9-12.

Hawkinson, D. 1994. Partners in development: The Central Illinois Corridor Council and the Illinois Corridors of Opportunity Program. 12 (1): 38-40.

Heare, J. 1991. How to create a marketing team. 9 (2): 42-46.

Hizer, J. N. 1993. Aftercare for Japanese companies. 11 (4): 38-41.

Hood, L. C. 1992. Nontraditional sources of funds in tax increment financing projects: The case of Missouri. 10 (2): 38-40.

Hopkins, S. E., and L. Rupp. 1991. Reclaiming vacant industrial space: The case of Franklin Square, Syracuse, New York. 9 (4): 52-55.

Hudson, V. A. 1992. From adversary to advisor: A new role for environmental officials in the economic development arena. 10 (3): 27-30.

Iannone, D. T. 1993. Service and office sectors as a development opportunity for Canadian provinces and communities. 11 (1): 64-67.

Iannone, D. T. 1993. Avoiding economic development bashing. 11 (3): 47-54.

Johnstone, H. A. 1993. An economic development strategy for Winnipeg, Manitoba. 11 (1): 44-48.

Kasoff, M. J. 1993. Canada-Ohio economic relations. 11 (2): 46-50.

Keever, J., and J. Davery. 1991. Merging economic development and JTPA agendas. 9 (1): 47-49.

Kennedy, R. D. 1992. Achieving environmental excellence: Ten tools for CEOs. 10 (3): 46-48.

Kerrigan, S. 1993. A Canadian overview. 11 (1): 10-11.

Knowlton, R. D. 1992. Successfully responding to the environmental challenge: Savannah's three-act drama. 10 (3): 58-60.

Koepke, R., amd S. Warren. 1991. How to recruit new manufacturing. 9 (2): 38-41.

Kolo, J., and R. Watson. 1992. Local economic development and growth management in Florida. 10 (3): 68-72.

Kolzow, D. R. 1994. Public/private partnership: The economic development organization for the 90s. 12 (1): 4-6.

Kruysse, M., and W. J. Campbell. 1993. Increasing the prosperity of a community: Greater Trail, British Columbia. 11 (2): 32-34.

Lackey, S. A., and E. Conrad. 1992. Conducting a comprehensive labor force study: One area-wide experience. 10 (1): 29-31.

Lamberson, M., and C. Johnson. 1992. Financing experiences of small manufacturers in Arkansas: Survey and analysis. 10 (2): 62-66.

Langston, J. A. 1992. Economic impact of the Chesapeake Bay Preservation Act on Virginia localities. 10 (3): 65-67.

Larkin, G. R. 1994. Public-private partnerships in economic development: A review of theory and practice. 12 (1): 7-9.

Leistritz, F. L., and J. K. Wanzek. 1993. Rural manufacturers: Attributes and technical assistance needs. 11 (3): 55-61.

Lenzi, R. C. 1991. Business retention and expansion programs: A panoramic view. 9 (1): 7-11.

Lenzi, R. C. 1992. Nontraditional sources of economic development financing. 10 (2): 20-23.

Li, R. 1993. CBT as an economic development tool. 11 (4): 17-19.

Loveridge, S., T. R. Smith, and G. W. Morse. 1991. What does it take to run a local business retention and expansion program? A six state survey. 9 (1): 12-15.

Lubov, A., and P. A. Anton. 1994. Using factor analysis to identify industrial targets. 12 (2): 74-78.

Ludwiszewski, R. B. 1992. The interdependence of economic development and environmental protection. 10 (3): 5-7.

Luke, M. K. 1991. How to implement local industry development and retention. 9 (1): 16-22.

MacDonald, M. J. 1993. Strategic partnerships and the Atlantic Rim. 11 (1): 15-17.

Manning, D. J. 1993. An Alberta perspective on Canada-U.S.A. trade opportunities. 11 (1): 24-26.

Mathers, E. F. 1993. Quality initiatives in Campbell County, Wyoming. 11 (3): 28-30.

Matuszewski, J. 1993. Economic diversification opportunities in remote industrial areas. 11 (1): 61-63.

McBeth, M. K. 1992. Rural development and environmental preservation: A search for community consensus. 10 (3): 41-45.

McKee, D. 1994. Targeted industry marketing: Strategy and techniques. 12 (2): 4-12.

McManus, J. S., and G. Y. Ipson. 1994. Nebraska Development Network Inc.: An evolving partnership. 12 (1): 31-37.

McNamara, P. W. 1991. Existing industry development: Update to the profession. 9 (1): 4-6.

Meagher, J. W. 1992. Wetlands: The United States Environmental Protection Agency's approach to a valuable and controversial resource. 10 (3): 52-55.

Miller, M. M. 1993. Economic development research: Bridging the gap. 11 (4): 48-52.

Miller, M. M., L. J. Gibson, and N. G. Wright. 1991. Location quotient: A basic tool for economic development analysis. 9 (2): 65-68.

Moore, C. C. 1993. The quality of small business. 11 (3): 17-20.

Morfessis, I. T. 1994. A cluster-analytic approach to identifying and developing state target industries: The case of Arizona. 12 (2): 33-37.

Morris, D. 1992. Getting the most from our resources. 10 (3): 8-12.

Moses, S. J. 1991. Common pitfalls of economic development strategies. 9 (2): 57-60.

Murk, P. J., and J.F. Stephan. 1991. Volunteers: How to get them, train them and keep them. 9 (3): 73-75.

Murphy, T. 1993. A comprehensive approach to economic development: The Muncie-Delaware County, Indiana Chamber of Commerce "Horizon" '96 Program. 11 (2): 28-31.

Nelson, A. C. 1993. Attitudes of business climate for high-tech industry. 11 (4): 53-62.

Nelson, A. C., and S. Ogawa. 1991. Changing directions of Japanese real estate investment in the United States. 9 (4): 35-43.

Nieman, G., H. Rowe, and D. Barnett. 1993. Compact disc interactive applications to economic development. 11 (4): 4-8.

Oleksuk, D. K. 1991. Creative solutions to the rehabilitation of old buildings: The case of Canal Place, Akron, Ohio. 9 (4): 48-51.

Olive, P. W., and J. A. Montgomery. 1993. Strategic alliances joint venture program of the Durham region, Ontario. 11 (1): 34-39.

Olivier, M. J. 1992. The wetlands dilemma. 10 (3): 56-57.

Orr, J. M. 1991. How to interview the industrial prospect. 9 (2): 47-51.

Osbourne, A, M. 1992. Post tax-reform capital formation alternatives and issues for risk capital. 10 (2): 67-73.

Pfahl, N. L. 1994. Using a partnership strategy to establish an international trade assistance program. 12 (1): 51-59.

Phillips, P. D. 1991. Site selection: Corporate perspective and community response. 9 (2): 4-11.

Pilkington, R. R., D. G. Chaplin, and L. H. Bowen. 1994. Applying economic development principles to agricultural partnerships. 12 (1): 12-17.

Pittman, R. H., and G. I. Thrall. 1991. Using geographic information systems in economic development: An introduction. 9 (4): 14-21.

Plugge, P. L. 1993. Self-help strategic planning for small communities. 11 (2): 14-17.

Porter, D. 1991. Technology transfer within the electronics industry in Wichita/Sedgewick County, Kansas. 9 (1): 38-40.

Pyplacz, B. M. 1993. Canadian, Eh? 11 (1): 5-9.

Ramsey Crosby, A. P. 1992. Strengths and weaknesses in a statewide financing program: The case of the Maryland Industrial Development Financing Authority. 10 (2): 57-60.

Read, W. H., and J. L. Youtie. 1994. Texas Telecom Corridor. 12 (3): 27-31.

Reilly, L. 1994. Advice to a new manager of an existing revolving loan fund. 12 (3): 19-22.

Reisdorh, D. H. 1991. Industrial parks as an economic development asset. 9 (4): 29-30.

Ritter, J. A. 1992. Environmental liability: A major obstacle to revitalization of our cities. 10 (3): 21-23.

Robertson, R. W. 1992. Economic development and downtown planning: The case of Fredericton, New Brunswick. 11 (1): 30-33.

Robertson, R. W. 1993. Local economic development and the total quality management revolution. 11 (3): 14-16.

Sabatine, F. J. 1991. A partnership that works: Determining the business community's needs and concerns. 9 (1): 26-28.

Saint, P. M. 1994. Using a communications plan to increase the chances of a successful real estate project. 12 (3): 49-51.

Schiefelbein, G. 1992. Sustainable development: Meeting today's needs as well as tomorrow's. 10 (3): 13-15.

Scowen, R. 1993. What's next for Canada and Quebec? 11 (1): 12-14.

Sharp, D. E. 1992. Real estate financing for child care centers: A cooperative effort of banks and state programs. 10 (1): 43-45.

Sherry, M. K. 1994. Anticipating the future in identifying growth industries. 12 (2): 23-25.

Shively, R. W. 1994. Community power structures. 12 (3): 13-15.

Shove, C. 1991. Key site characteristics of industrial R & D laboratories. 9 (4): 56-64.

Smith, W. C. 1991. The key to marketing success: Focus on the customer. 9 (3): 32-34.

Straub F. 1992. Ghosts and the Illinois Statewide Bank Community Development Corporation initiative. 10 (2): 27-30.

Stucki, H. 1993. Positioning your community for the year 2000. 11 (3): 75-77.

Stucki. H. 1994. Developing the plastics industry in a community. 12 (3): 42-44.

Swager, R. J. 1991. A prospective view of economic development in the 1990's. 9 (3): 7-10.

Swager, R. J. 1994. The polymer industries. A case study of university participation in strategic targeting. 12 (2): 51-54.

Sweet. D. C. 1994. Targeting software as a tool for today's economic development professional. 12 (2): 65-68.

Tamberrino, F. M. 1993. Preparing for a declining defense budget: The case of Pensacola, Florida. 11 (4): 42-44.

Thrasher, R. 1991. Prospects, realtors, and economic developers: A new partnership. 9 (4): 10-13.

Thompson, W. R. 1994. An occupational-functional approach to targeting industry. 12 (2): 38-44.

Tosh, D. S., and J. G. Powell. 1991. Understanding real estate: Don't forget the fundamentals. 9 (4): 22-24.

Tremblay, G. 1993. Moving towards a value-added society: Quebec's new economic development strategy. 11 (1): 18-20.

Turner, M. E. 1991. Improving an area's competitiveness: The creation of Broome Corporate Park. 9 (4): 44-47.

Vanneman, A. 1992. Improving the quality of the workforce: The national alliance of business programs. 10 (1): 6-8.

Wade, J. L. and G. C. Pulver. 1991. Sharpening the focus on community and economic development. 9 (3): 23-25.

Wansley, D., and F. H. Moreno. 1992. Book reviews. 10 (1): 92.

Warren, S. R. 1992. Obtaining comparable community labor data. 10 (1): 26-28.

Waterhouse, M. D. 1991. Building viable communities—The essence of economic development. 9 (3): 14-22.

Waterhouse, M. D. 1991. Principles of the real property development process. 9 (4): 25-28.

Weintraub, A. J., and G. A. Giamartino. 1993. Metropolitan area rankings: buyer beware. 11 (4): 23-29.

Weintraub, D. L. 1993. Implementing total quality management. 11 (3): 39-42.

Welsh, P. G. 1992. Long term financing: A life insurance industry perspective. 10 (2): 51-53.

Whittaker, D. F. 1994. Targeted marketing using electronic information resources. 12 (2): 62-64.

Wilkinson, J. 1992. Bankers, the community, and economic development: communicating for mutual advantage. 10 (2): 24-26.

Williams, N. 1991. Community agenda for the 90's: A corporate view. 9 (3): 26-31.

Williams, N. D. 1994. Partnerships that redefine the corporate role in community economic development. 12 (1): 10-11.

Winnipeg 2000 Team. 1993. Creating a competitive advantage: The Winnipeg quality network. 11 (3): 24-27.

Wood, II, W. C., D. R. Harbaugh, and L. H. Bowen. 1993. Critical barriers in total community development and practical steps to overcome them. 11 (2): 6-13.

Wright, T. 1992. Economic development and effective resource utilization: The case of the Sterling Tire-to-Energy Project. 10 (3): 77-79.

Yarzebinski, J. A. 1992. Understanding and encouraging the entrepreneur. 10 (1): 32-35.

Yarzebinski, J. A. 1992. Handling the "not in my back yard" syndrome: A role for the economic developer. 10 (3): 35-40.

Yarzebinski, J. A. 1993. Industrial impact management. 11 (3): 43-46.

Young, A. D. 1993. Strategic planning in a rural county: The example of Union County, South Carolina. 11 (2): 18-21.

Young, A. D., and S. P. Cargill, Jr. 1994. Collaborations improving the potential for economic development in rural South Carolina. 12 (1): 28-30.